



# Example of Exec-Sales Job Description

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Our growing company is searching for experienced candidates for the position of exec-sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for exec-sales

- Ensure all partner resources are fully leveraged
  - Recruit and manage targeted SI and ISV partner capacity for Retail, Banking and Capital Markets solutions in alignment with the Timezone based Cloud and Enterprise Black belt team
  - Conducts real-time phone monitoring and coaching to Inbound Sales Representatives in order to maintain required service levels, provides immediate feedback to associates to enhance call quality and increase
  - Develops personal performance plans with Inbound Sales Representatives and provides on-going sales coaching, performance feedback, and
  - ODevelopment of a joint Go to Market Sales Plans (Joint target accounts, Develop sales plays to increase pipeline and improve closure rates)
  - Develops strong and capable GSI partners to achieve sales targets that results in growth of mutual businesses and profitability
  - Evaluate investment opportunities for the partner portfolio with regard to the opportunity pipeline and potential investments in partner created DB Migration IP
  - Business development in the assigned territory for all service lines, supporting achievement of revenue and signing goals to contribute to the client meeting its business objectives
  - Executive leadership and advisory services to key clients in the region, providing guidance on additional healthcare IT needs
  - Providing oversight and leadership to the consultants working with clients
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- It is expected that the candidate will drive a truly consultative sales process, be rigorous in documenting the sales process and results, refine approach as warranted, all while developing strategies to ensure executive sponsorship and support with assigned key clients/prospects
- Up to 50% travel required within EMEA
- Extensive progressive experience products and services listed above
- Extensive progressive experience selling BNYM specific product suite
- Experience of working within Middle East and Africa market would be a distinctive advantage
- Sales and relationship management experience required